

FPA Partner Committee Report  
January 2006

Committee Members:

Joe Garrison – 2006 Chair  
Dan Riley  
Dave Sloper  
Neil Sweren

Planned Meetings:

January 9, 2006 – Columbia  
March 6, 2006 – Ellicott City  
May 1, 2006 – Columbia – Partner Feed Back Breakfast  
September 11, 2006 – Ellicott City  
November 13, 2006 – Columbia  
December 4, 2006 – Ellicott City

January 9, 2006 Meeting – See Meeting Agenda/Minutes attached.

Partners Committee  
Agenda  
January 9, 2006

- I. Is everyone OK with the committee meeting times and locations?
- II. One Platinum spot still left for 2006. Any leads?
- III. Partner representative assignments for this year
  - a. Contact your partner at least four times this year. Take them out for a cup of coffee or something like that. Make sure they are happy.
  - b. Continue to remind the partners of the benefits of their association with the FPA of Maryland – articles for platinum and gold members, joining our committee or other committees, unlimited use of the directory for soliciting, etc.
- IV. Member refer a partner program.
  - a. Does everyone feel this is still a good program?
  - b. How can we make this work better?
- V. Partner appreciation breakfast or partner breakfast to get their feedback?

Matters Discussed:

- I. Everyone is OK with the meeting times and dates.
- II. Some possible types of partners would be:
  - a. IT/Server specialist
    - i. Thompson Information Systems in Rockville
  - b. S&P Indexes
  - c. Amiston Mortgage
  - d. Look at the DC Capital chapters partners. Do they have any that might want to partner with us too?
- III. We will send an email to the partners quarterly to remind them of their benefits.
  - a. There will be three separate emails, one for each partnership level
- IV. Member refer a member program has not been utilized yet, but we will continue it.
  - a. Verbal reminder at all meetings
  - b. Emails periodically throughout the year
- V. We will make this breakfast a Partner Planning meeting to get their feedback. The meeting will have a light agenda.